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New Horizons

38th EIW
Colonel M. Coursey

Outline

- ◆ Vision/Mission
- ◆ Organization
- ◆ ESC Restructure Impacts
- ◆ Core Competencies
- ◆ Specialized Contracting
 - └ Existing Contracts
 - └ Future Opportunities
- ◆ Points of Contact/Websites

Vision



First Choice in Engineering and
Installation

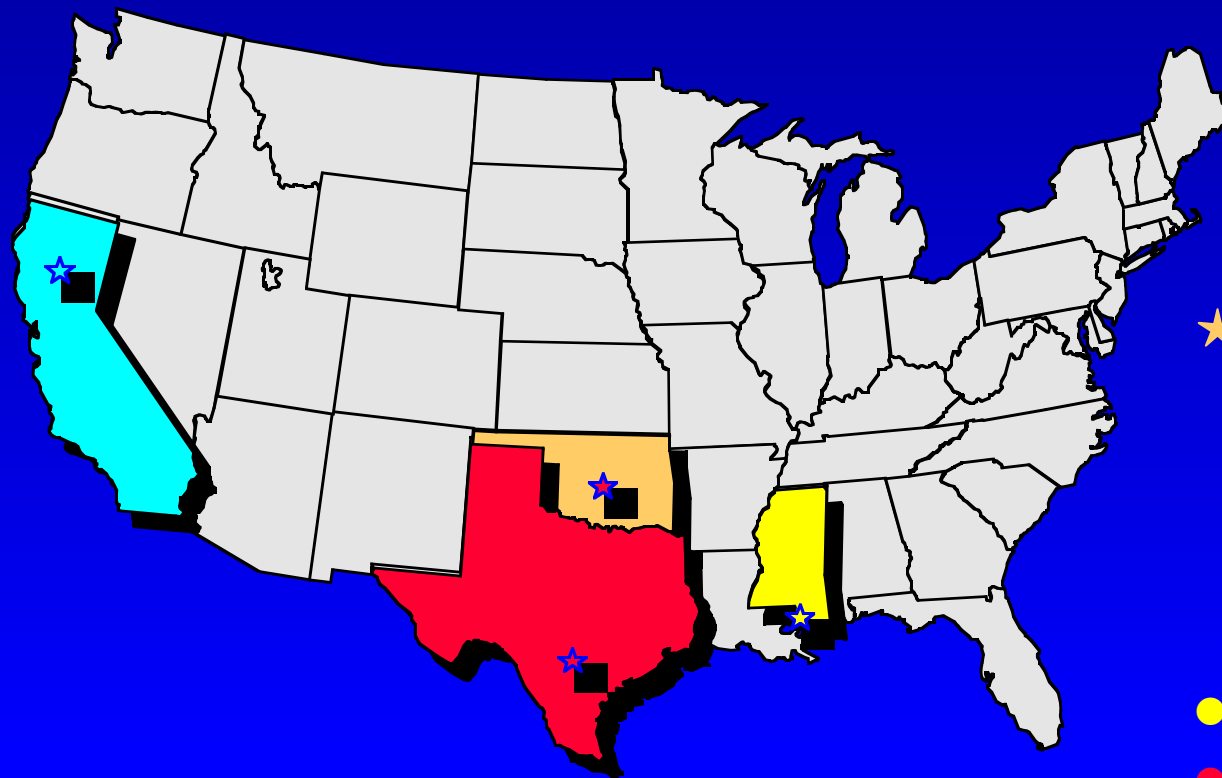
Mission



Work in partnership with our customers and suppliers to plan, engineer, install, and sustain timely, affordable, interoperable solutions, to achieve victory at any level of conflict

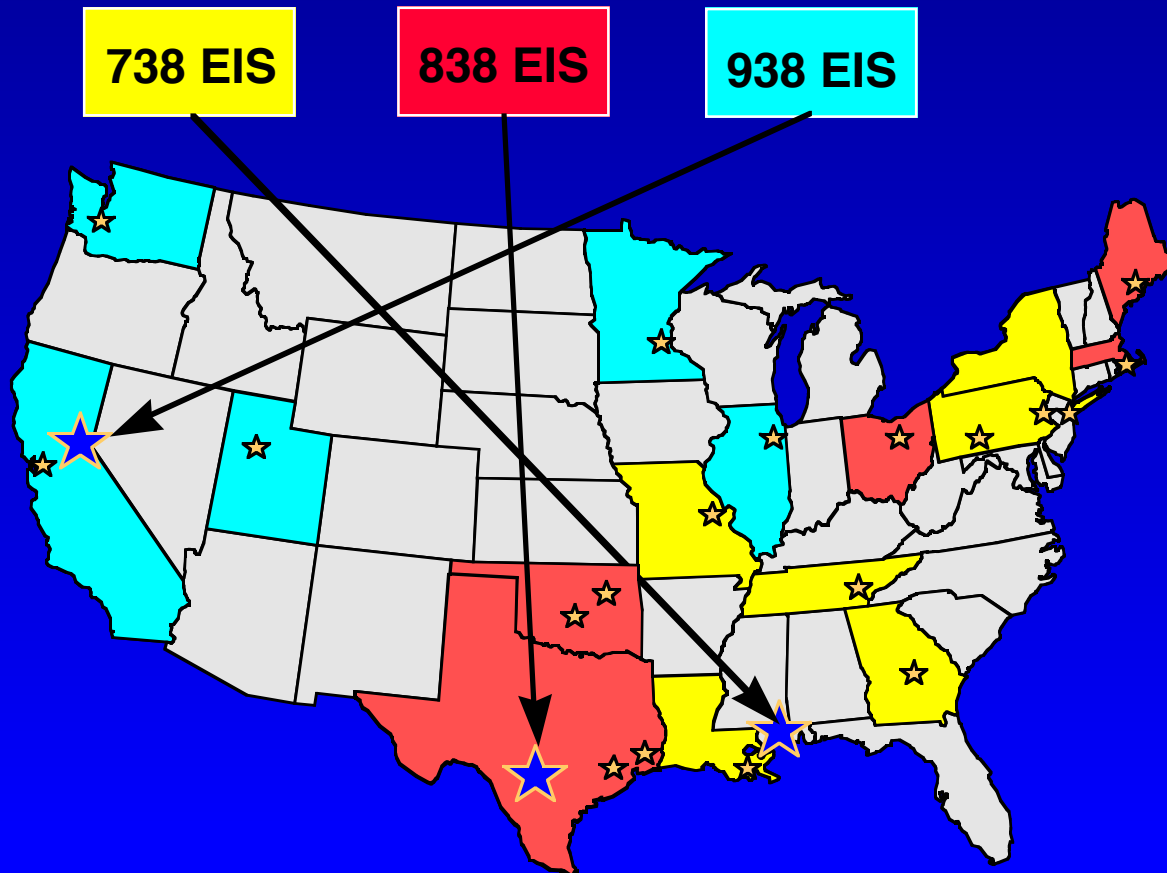
Active Duty Units

8 ACTIVE DUTY UNITS



- ★ HQ 38 EIW @ Tinker AFB
- ★ 38 EIG Tinker AFB OK
- ★ 38 EIS Tinker AFB OK
- ★ 38 MSS Tinker AFB OK
- ★ 38 LS Tinker AFB OK
- ★ 38 CPTF Tinker AFB OK
- 738 EIS Keesler AFB MS
- 838 EIS Kelly AFB TX
- 938 EIS McClellan AFB CA

Air National Guard Units



19 ANG UNITS

- | | |
|-----------|-----------|
| ● 202 EIS | ● 220 EIS |
| ● 211 EIS | ● 243 EIS |
| ● 213 EIS | ● 272 EIS |
| ● 214 EIS | ● 273 EIS |
| ● 218 EIS | ● 130 EIS |
| ● 241 EIS | ● 210 EIS |
| ● 270 EIS | ● 215 EIS |
| ● 205 EIS | ● 216 EIS |
| ● 212 EIS | ● 217 EIS |
| ● 219 EIS | |

Core Competencies



**C2 Planning
C2 Implementation,
Specialized Measurements,
and Testing**

**Specialized Contracting
Lightning Force**



ESC Restructuring Impacts

- ◆ Creates 38th Wing Planning and Implementation Office (PI)
- ◆ PI office will:
 - └ Interface daily and directly with ESC SPOs and PADs
 - └ Develop implementation strategies for C2 systems
 - └ Directs implementation of C2 systems using:
 - Organic resources
 - Contracts

Specialized Contracting

- ◆ Telecommunications Sustainment
 - ┌ Operations & Maintenance (O&M)
 - ┌ Communication Service Authorizations (CSA)
- ◆ C2 Implementation
 - ┌ Engineering & Installation (E&I Services)
 - ┌ Commodities

Operations and Maintenance Contracts

- ◆ Five year firm fixed price requirements contracts
- ◆ Telephone switch and cable maint. at CONUS AF locations
- ◆ 39 existing contracts valued at \$191M
- ◆ POC: Dan Croft, Branch Chief

38 LS/LGCO, (405) 734-9399



Industry Opportunities

O&M Projected Workload

<u>FY</u>	<u># of Bases</u>	<u>Est Value</u>
98	18	\$ 98.0M
99	2	39.2M
00	<u>6</u>	<u>30.8M</u>
TOTAL	26	\$168.0M

Communication Service Authorizations

- ◆ Five year authorization
- ◆ Acquires regulated local telephone service
- ◆ In all states, State Public Utility Commission:
 - ┌ Determines competition
 - ┌ Determines procedures
- ◆ 472 CSA's valued at \$169M
- ◆ POC: Bob O'Day, Branch Chief

38 LS/LGCX, (405) 734-9907



Industry Opportunities

CSA Projected Workload

	<u>Locations</u>	<u>Est Value</u>
FY98	150	\$ 79.3M
FY99	16	12.1M
FY00	<u>10</u>	<u>14.2M</u>
TOTAL	176	\$105.6M

Engineering & Installation Services Contracts

- ◆ C4 Services Contract
- ◆ Construction Support Services Contract
- ◆ Regional Distribution Systems Contract
- ◆ C4 Pacific Contract
- ◆ C2 Contract for the Americas
- ◆ C2 Services Contract
- ◆ External Contracts



38 EIW

C4 Services Contract

- ◆ Two year firm fixed price IDIQ contract
- ◆ Value: \$27M
- ◆ Expires Dec 97
- ◆ POC: Deborah Young, Branch Chief

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38 EIW

Construction Support Services Contract (CSSC)

- ◆ Two year requirements contract
- ◆ Value: \$7M
- ◆ Expires May 98
- ◆ POC: Deborah Young, Branch Chief

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38 EIW

Regional Distribution System (RDS) Contract

- ◆ Five year requirements contract
- ◆ Value: \$403M
- ◆ Expires Apr 00
- ◆ POC: Deborah Young, Branch Chief

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38 EIW

C4 Pacific Contract

- ◆ Three year firm fixed price IDIQ contract
- ◆ Value: \$15M
- ◆ Expires Nov 99
- ◆ POC: Deborah Young, Branch Chief

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38 EIW C2 Contract for the Americas

- ◆ Three year firm fixed price IDIQ contract
- ◆ Value: \$2.9M
- ◆ Expires Sep 00
- ◆ POC: Deborah Young, Branch Chief

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38 EIW

C2 Services Contract

- ◆ Five year firm fixed price IDIQ contract
- ◆ Replaces C4 Services Contract
- ◆ Estimated Value: \$29.6M
- ◆ Contract Award: 1 Dec 97
- ◆ POC: Deborah Young, Branch Chief

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External Contracts

- ◆ 38 EIW uses variety of external contracts
- ◆ Examples: GSA, SBIS, ULANA II, TEMS IV, VCS
- ◆ \$25M effort in FY97

Requirements Contracts

<u>Product</u>	<u>Est RFP Release</u>	<u>Est Value</u>
Cable	Feb 98	\$ 9.5M
Innerduct	Oct 98	.7M
Fiber Optic Distribution Panels and Splice Kits	Nov 98	2.1M
Cable	Feb 99	7.3M
Fiber Optic Distribution Panels	Jan 00	<u>.4M</u>
TOTAL		\$ 20M



POC: Chris Hampton, Branch Chief
38 LS/LGCS (405)734-9582

Electronic Commerce Electronic Data Interchange Contracts

- ◆ Buy commodities using dedicated computer network
- ◆ 66% of buys between \$2,500 and \$100,000 use EC/EDI
 - ┌ \$6.2M effort FY97
 - ┌ Next 3 years: \$20M
- ◆ For info visit our Commodities web page
- ◆ POC: Chris Hampton, Branch Chief
38 LS/LGCS (405)734-9582

Future Work (FY 98, 99, 00)

O&M Contracts	\$ 168M
CSA Contracts	106M
E&I Services Contracts	250M
Commodities	<u>40M</u>
TOTAL	\$ 564M

For Further Info...

- ◆ Small Business Office POC: Karen Nobles (405)734-9394
- ◆ Competition Advocate POC: Ray Olivas (405)734-9457
- ◆ O&M POC: Dan Croft (405)734-9399
- ◆ CSA POC: Bob O'Day (405)734-9907
- ◆ E&I POC: Deborah Young (405)-734-7364
- ◆ External Contract POC: Tommie Rushing (405)734-9687
- ◆ Commodities POC: Chris Hampton (405)734-9582
- ◆ Business opportunities web site @ http://www.eiw38.af.mil/contracting/bus_opp.htm
- ◆ EC/EDI website link @ <http://www.eiw38.af.mil/contracting/lgcs/lgcs.htm>

Handouts



Industry Opportunities

O&M Projected Workload FY98

<u>Location</u>	<u>RFP Release</u>	<u>Est Value</u>
Shaw AFB, SC	Oct 97	\$ 4.1M
Travis AFB Hospital, CA	Oct 97	1.6M
Grisson ANG, IN	Nov 97	2.9M
Holloman AFB, NM	Nov 97	5.9M
Moody AFB, GA	Nov 97	11.8M
Pope AFB, NC	Nov 97	8.0M
Columbus AFB, MS	Dec 97	13.0M
Westover AFB, MA	Dec 97	1.9M
Beale AFB, CA	Jan 98	8.3M
Los Angeles AFB, CA	Jan 98	6.4M
Seymour-Johnson AFB, NC	Jan 98	3.8M
Tinker AFB, OK	Jan 98	1.2M
Whiteman AFB, MO	Jan 98	3.5M
Cheyenne Mtn AFB, CO	Feb 98	6.8M
Rome Labs, NY	Feb 98	1.7M
Dover AFB, DE	Mar 98	3.5M
Travis AFB, CA	Mar 98	6.5M
<u>USAFA, CO</u>	Mar 98	<u>6.9M</u>
18	TOTAL	\$98.0M

Industry Opportunities

O & M Projected Workload FY99 & 00

<u>Location</u>	<u>Est RFP Release</u>	<u>Est Value</u>
Robins AFB, GA	Jan 99	\$ 32.0M
<u>McGuire AFB, NJ</u>	Jan 99	<u>7.2M</u>
2	TOTAL	\$39.2M
Altus AFB, OK	Jan 00	\$ 4.1M
Laughlin AFB, TX	Jan 00	6.9M
McConnell AFB, KS	Jan 00	5.3M
Minot AFB, ND	Jan 00	8.5M
Nellis AFB, NV	Jan 00	5.3M
<u>O'Hare IAP, IL</u>	Jan 00	<u>.7M</u>
6	TOTAL	\$30.8M

Industry Opportunities

CSA Projected Workload FY98

<u>Location</u>	<u>Est RFP Release</u>	<u>Est Value</u>
Altus AFB, OK	Dec 97	\$1.2M
Brooks AFB, TX	Dec 97	1.1M
Charleston AFB, SC	Dec 97	1.1M
Eglin AFB, FL	Dec 97	3.0M
Kelly AFB, TX	Dec 97	7.2M
Laughlin AFB, TX	Dec 97	.9M
Luke AFB, AZ	Dec 97	2.0M
Niagara Falls IAP, NY	Dec 97	.7M
Cape Canaveral AFS,	Dec 97	1.1M
Rome Labs, NY	Dec 97	1.1M
Scott AFB, IL	Dec 97	1.8M
Andrews AFB, DC	Jan 98	1.0M
Davis-Monthan AFB, AZ	Jan 98	4.8M
Hill AFB, UT	Jan 98	1.2M
March AFB, CA	Jan 98	.9M
<u>Nellis AFB, NV</u>	Jan 98	<u>2.2M</u>

Industry Opportunities

CSA Projected Workload FY98 (con't)

<u>Location</u>	<u>Est RFP Release</u>	<u>Est Value</u>
Onizuka AFB, CA	Jan 98	\$2.4M
Robins AFB, GA	Jan 98	5.0M
Travis AFB, CA	Jan 98	2.2M
Tyndall AFB, FL	Jan 98	.5M
Westover AFB, MA	Jan 98	.6M
Kirtland AFB, NM	Feb 98	4.0M
Los Angeles AFB, CA	Feb 98	3.6M
McConnell AFB, KS	Feb 98	.8M
Fairchild AFB, WA	Mar 98	1.3M
Goodfellow AFB, TX	Mar 98	.7M
Peterson AFB, CO	Mar 98	3.2M
Vandenburg AFB, CA	Mar 98	3.2M
Hurlburt Field, FL	Apr 98	.6M
Otis AFB, MA	Apr 98	1.2M
Patrick AFB, FL	Apr 98	2.4M
<u>Selfridge ANGB, MI</u>	Apr 98	<u>1.6M</u>

Industry Opportunities

CSA Projected Workload FY99 & 00

<u>Location</u>	<u>Est RFP Release</u>	<u>Est Value</u>
Tinker AFB, OK	Jun 98	\$ 7.4M
Homestead AFB, FL	Aug 98	2.5M
McChord AFB, WA	Aug 98	.6M
<u>O'Hare IAP, IL</u>	Sep 98	<u>.9M</u>
4	TOTAL	\$ 11.4M
Beale AFB, CA	Nov 99	\$.7M
Barksdale AFB, LA	Dec 99	1.1M
MacDill AFB, FL	Dec 99	1.8M
Minot AFB, ND	Jan 00	.9M
Mt Home AFB, ID	Jan 00	1.2M
McGuire AFB, NJ	Feb 00	1.3M
Seymour-Johnson AFB, NC	Feb 00	1.9M
<u>Wright- Patterson AFB, OH</u>	Mar 00	<u>4.3M</u>
8	TOTAL	\$13.2M

Industry Opportunities

CSA Projected Workload < \$500K

<u>Fiscal Year</u>	<u>Projects</u>	<u>Est Value</u>
98	118	\$ 14.8M
99	13	1.6M
00	<u>1</u>	<u>3.0K</u>
TOTAL	132	\$ 16.4M
	TOTAL >500K	<u>\$ 89.2M</u>
	CSA TOTAL	\$105.6M